

Fall Parent Meeting

November 18, 2004

ACCC Board of Directors

Mark Foster, President

Donna Negranza, Vice President

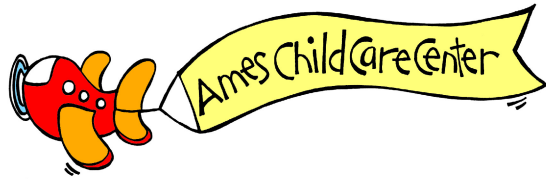
Julie Schonfeld, Secretary

Parimal Kopardekar, Member

Jessica Nowinski, Member

Cheryl Quinn, Member

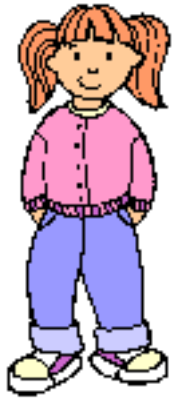
Chris Scofield, Member

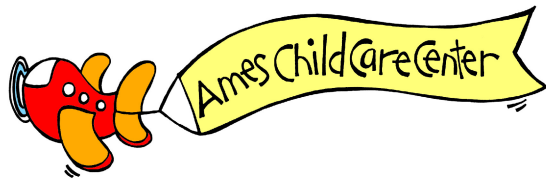


Agenda



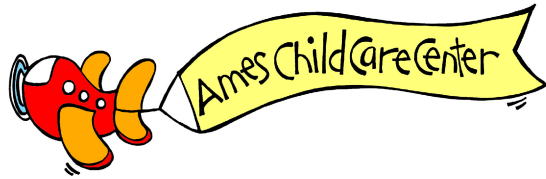
- ACCC Goals
- Leadership Transition
- Fundraising Report
- Financial Status of the ACCC
- 2005 Tuition
- Permanent Facility Update
- Parent Opportunities
- Questions and Answers





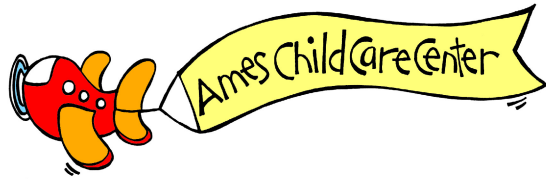
ACCC Goals

- **The Best Facility for our Children**
 - A safe, clean and comfortable environment for play and learning
 - Toys and teaching to stimulate small minds to grow
 - Play and activities to enhance the Children's physical skills
 - Guidance w/ socialization and communication skills so our Children learn to get along
- **The Best Teachers for our Children**
 - Capable of nurturing and loving our Children
 - Capable of teaching and being examples for their behavior
 - Holding high educational credits (early childhood development training)
 - Excellent Teacher to Child Ratio; Infant 1:3, Toddler 1:5, Preschool 1:10
 - Others Centers average; Infant 1:4, Toddler 1:7, Preschool 1:11
- **A Parent-run Child Care Center**
 - Parents have a say in Child's class size, placement, and activities
 - Parents are encouraged to attend Board Meetings and serve as Board members
 - A Non-profit organization committed to a focus on the Children
 - **Strong parent participation is critical to the success of our center!**



Building a Better ACCC Community

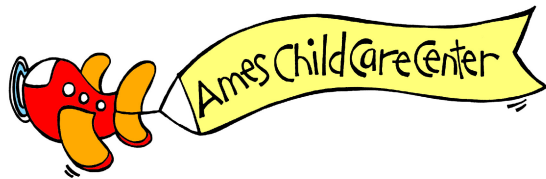
- Maintain accreditation standards
- Maintain enrollment
- Work with staff to make improvements in programming
- Improve procedures with accountability built in for staff and parents
- Improve Parent/Center/Board communication
- Continued staff development supported through information sessions, college education and workshops
- Community development for staff, administration, parents and children



Leadership Transition:

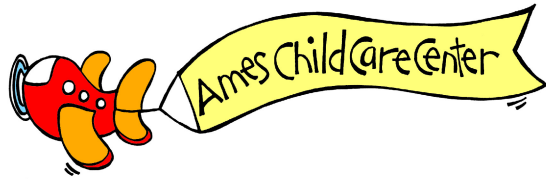
- Teri Stewart - curriculum consultant (Fall 2003)
- Brad leaves to become a full-time Dad (December 2003)
- Teri Stewart hired as Assistant Director (January 2004)
- Lisa McNee let go (May 2004)
- Teri Stewart acting Director (May 2004)
- Connie Nikolaou - New Director hired (August 2004)
- Teri Stewart let go (August 2004)
 - Assistant Director duties split among existing staff for an interim period

THANK YOU to Connie and staff for making the ACCC run smoothly!



New Directions for the ACCC

- Since becoming Director at the ACCC in August, Connie Nikolaou has made some very positive changes
 - Focus on Financial and Operational Stability
 - Improve efficiency, re-balance staff scheduling
 - Provide guidance and leadership for staff
 - Decreased staff turnover, improved morale
 - Encouraged more input and collaboration among staff
 - Increase enrollment
 - Reduce requirement for operational involvement of Board



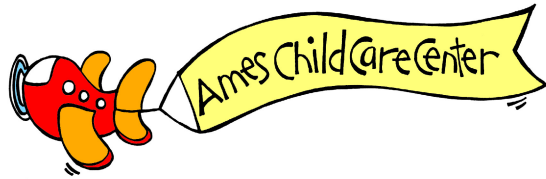
Board of Directors Efforts

Facilities and Operations

- Operations Financial Oversight
- Tuition Assistance: \$8.8K
- New Facility Planning
 - Provided input to design and planning
 - Fundraising will be needed for playgrounds and landscaping
- Tuition auto-payment participation increase
 - No late tuition fees
 - See Mark Foster or Connie for info

Upcoming Activities

- Winter Pageant - Dec 9th
- Staff Holiday Gift Bags - Dec 13th
- “Building our Future” campaign



2004 Fundraising Activities

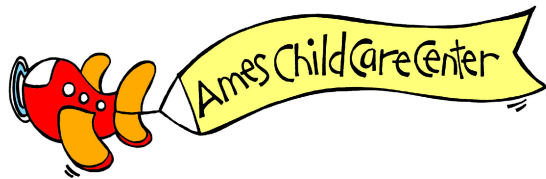
- Golf Tournament held at Moffett Field in June
- See's Candy Sales
- Spaghetti Dinners
- Entertainment Books
- Candle Sale, Bulb Sale
- eScrip, SchoolPop, SchoolCash

Thanks to all the parents who participated!



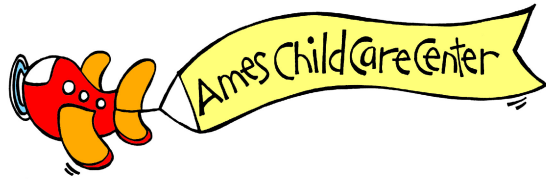
2004 Fundraising

ACCC Fundraising	1/2004 - 9/2004
Golf	\$ 8,200
See's	\$ 900
Spaghetti Dinner	\$ 800
CFC/LIC	\$ 674
SchoolPop, SchoolCash	\$ 350
Clothing	\$ 288
eScrip	\$ 330
Candle & Bulb Sales	\$ 300
Entertainment Books	\$ 200
Other Contributions	\$ 200
Total	\$ 12,242



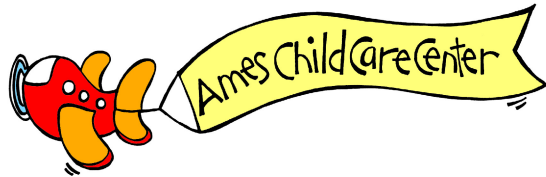
2004 Financial Factors

- The ACCC maintained enrollment at 92% or higher throughout the year. The fall drop-off took longer to backfill, but we are now near capacity.
- After enrollment, insurance rate increases are the largest variable in the budget. We have been able to absorb higher than expected insurance costs; worker's comp alone was \$1500/mo excess, or about 35% above budgeted cost.
- Cost containment steps:
 - Increasing labor efficiency: adjust hours to provide coverage just when needed
 - Alternative insurance carriers (estimated savings of \$2-4K on worker's comp in FY04)



2005 Finance Projection

- BOD Finance Committee day-to-day management of Operations accounting to be transitioned to Director
- 2005 tuition consistent with realistic enrollment target (93%)
- Anticipate medical insurance rate increase (20%)
- Anticipate flat rates for Worker's Comp Insurance in 2005
- Tuition structure aligns with the ACCC cost structure for providing services
 - Three price tier consistent with lower ratios in younger rooms



2005 Tuitions

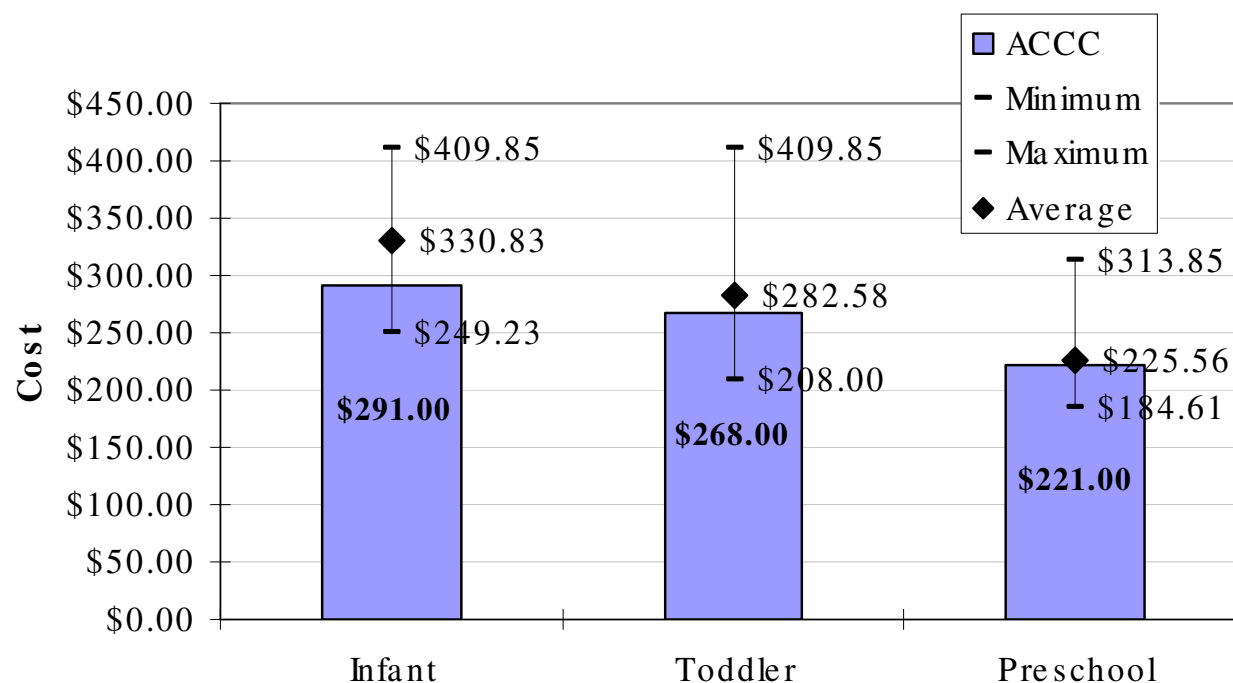
Effective January 3, 2005

- Infant/Toddler: \$291 / week (\$582 / 2-week period)
- Toddler Transition: \$268 / week (\$536 / 2-week period)
- Preschool: \$221 / week (\$442 / 2-week period)
- Increase of 7.5% (\$20, \$18, and \$15) per week from 2004
- Diaper Fee remains: \$10 / week

The additional revenue will provide adequate income for existing operations and staff wage increases.



2005 Tuition Comparison with Local Centers



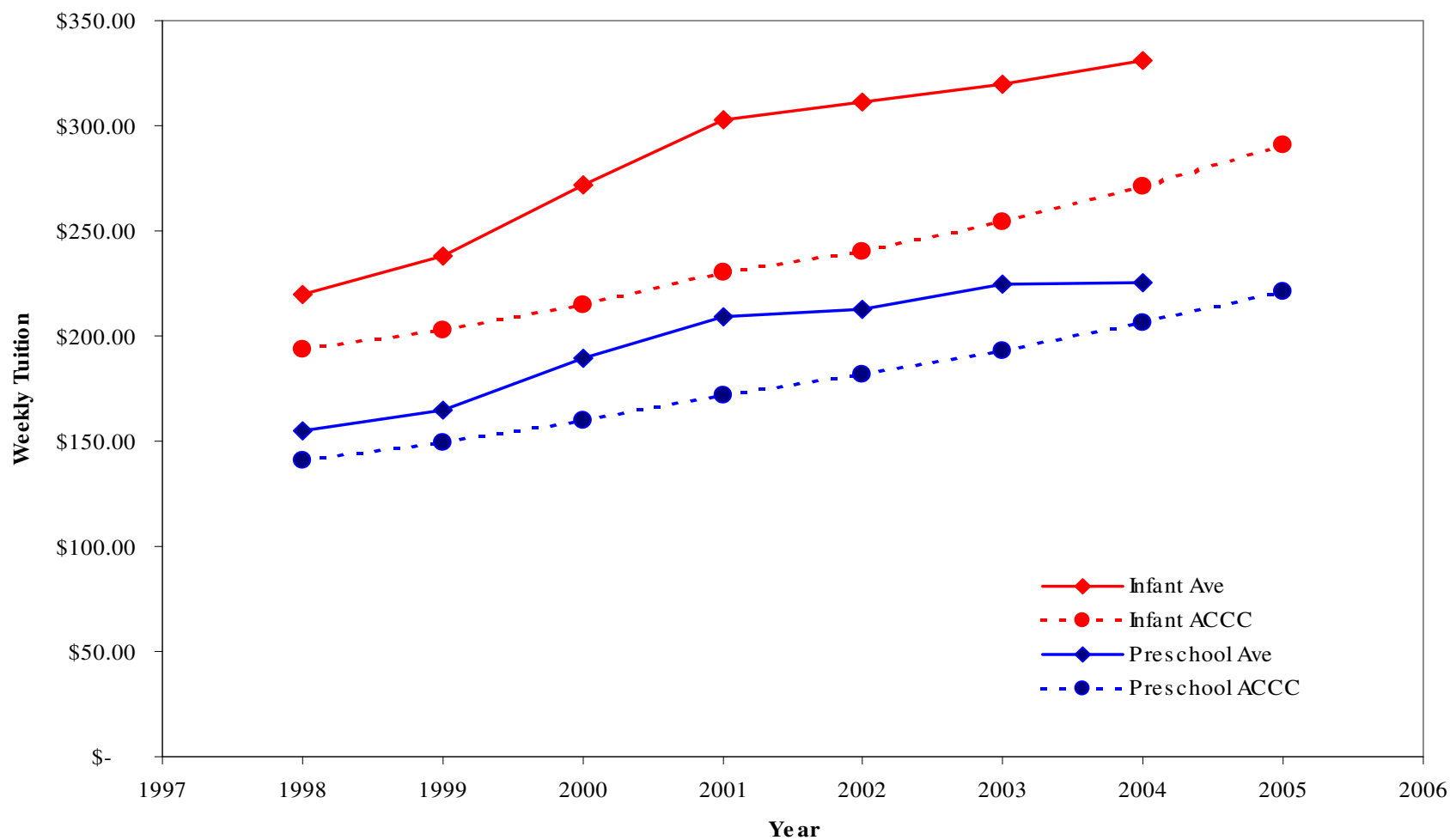


Comparison with Local Centers (cont.)

School	City	Infant	Toddler	Preschool
Action Day Nurseries/Primary Plus	Campbell	260.00		192.00
Bethel Lutheran School	Cupertino			255.77
GeoKids	Menlo Park	304.81		240.23
Milpitas Christian Preschool	Milpitas			192.92
Primary Plus	Mountain View	340.00	310.00	227.00
Children's Creative Learning Center - Shores Child Care Center	Palo Alto	320.00	208.00	190.38
Children's Creative Learning Center - Downtown Children's Center	Palo Alto	380.00	296.53	267.69
Palo Alto Infant Toddler Center	Palo Alto	409.84	409.84	
Ellen Thatcher Preschool	Palo Alto			313.85
Sojourner Truth	Palo Alto	409.85	409.85	297.69
Sequoia Children's Center	Redwood City	311.54	257.31	220.38
Bright Horizons Cisco Family Connection	San Jose	323.07	242.00	187.15
Dom Dinis Preschool	San Jose		220.38	192.00
Magic Years Child Care	Saratoga	249.23	212.31	184.61
Appleseed Montessori School	Sunnyvale		259.61	196.15

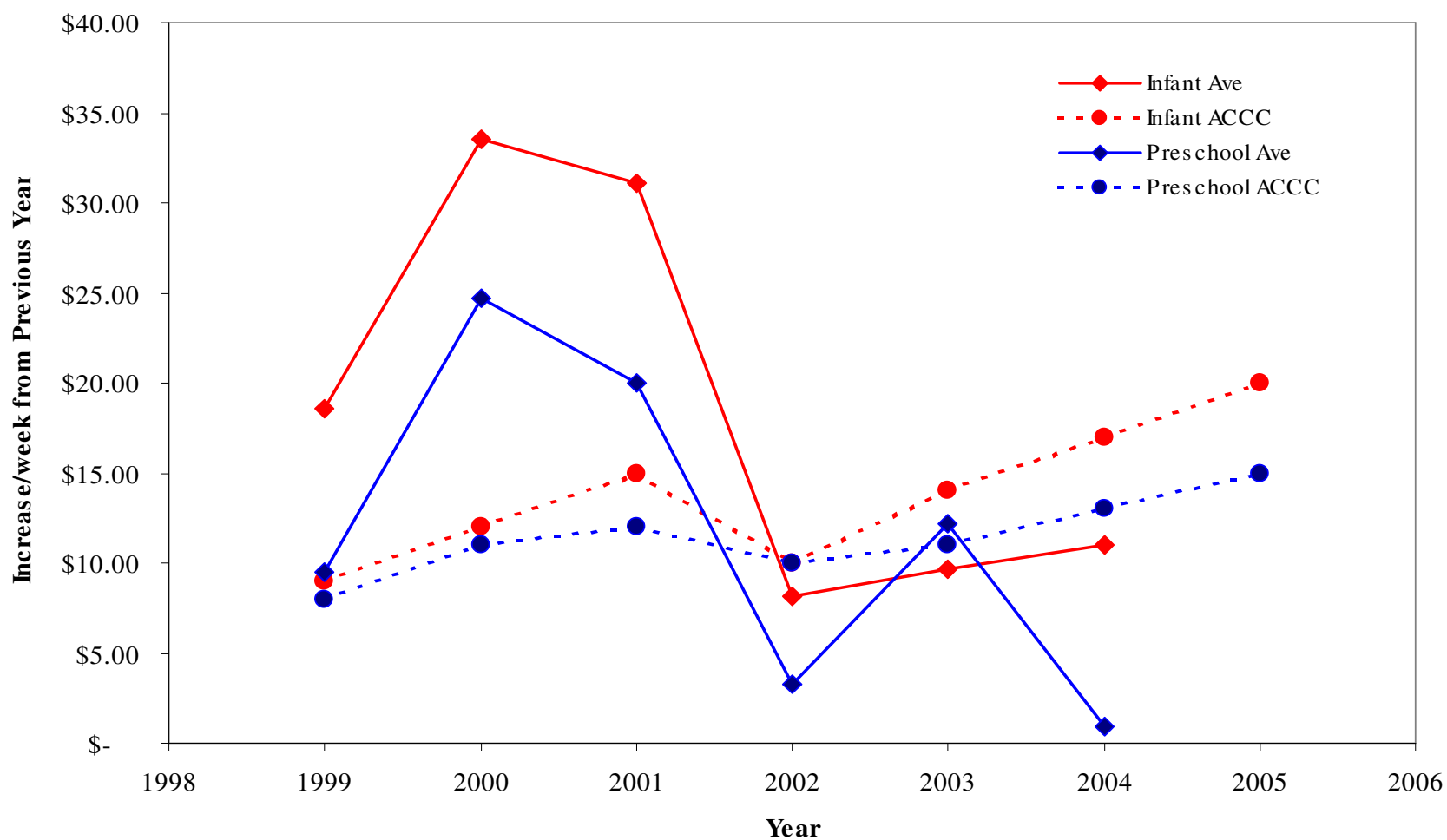


Tuition History



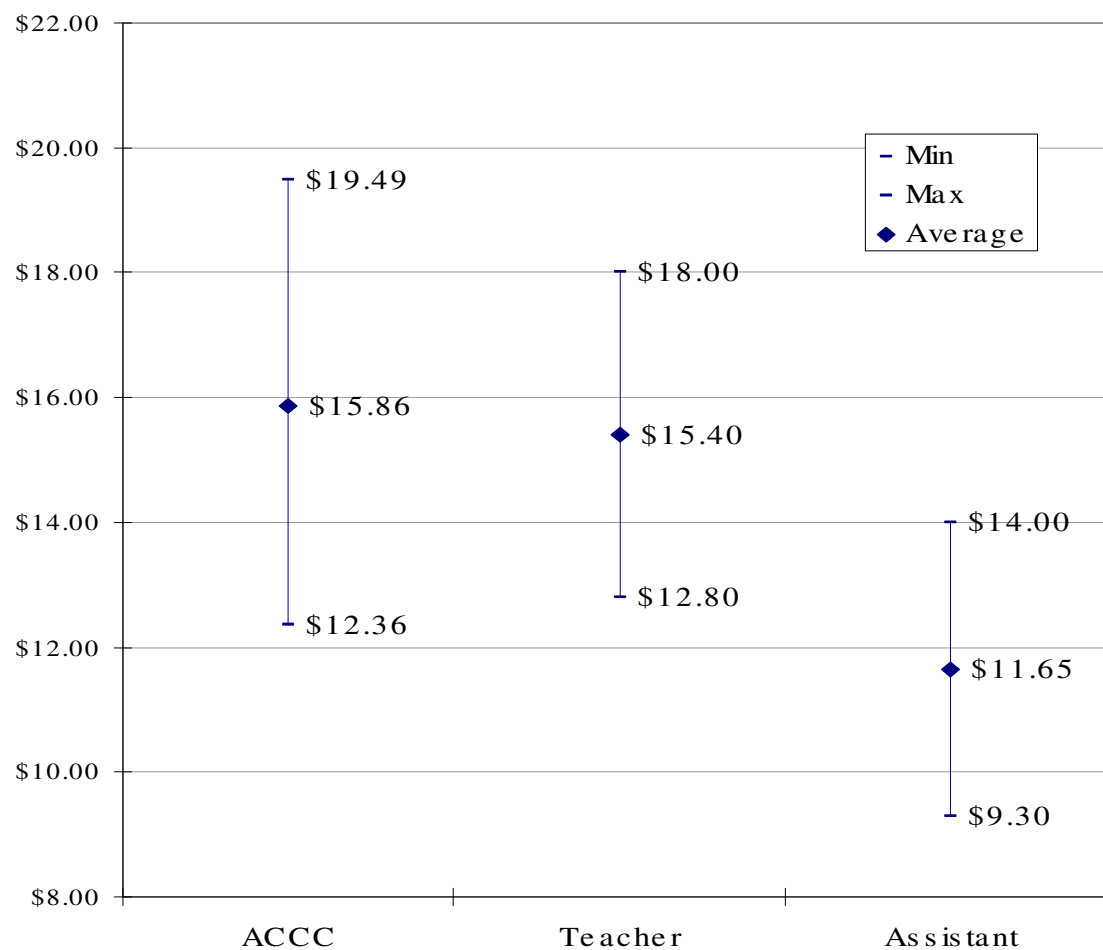


Increases History





Teacher Salaries

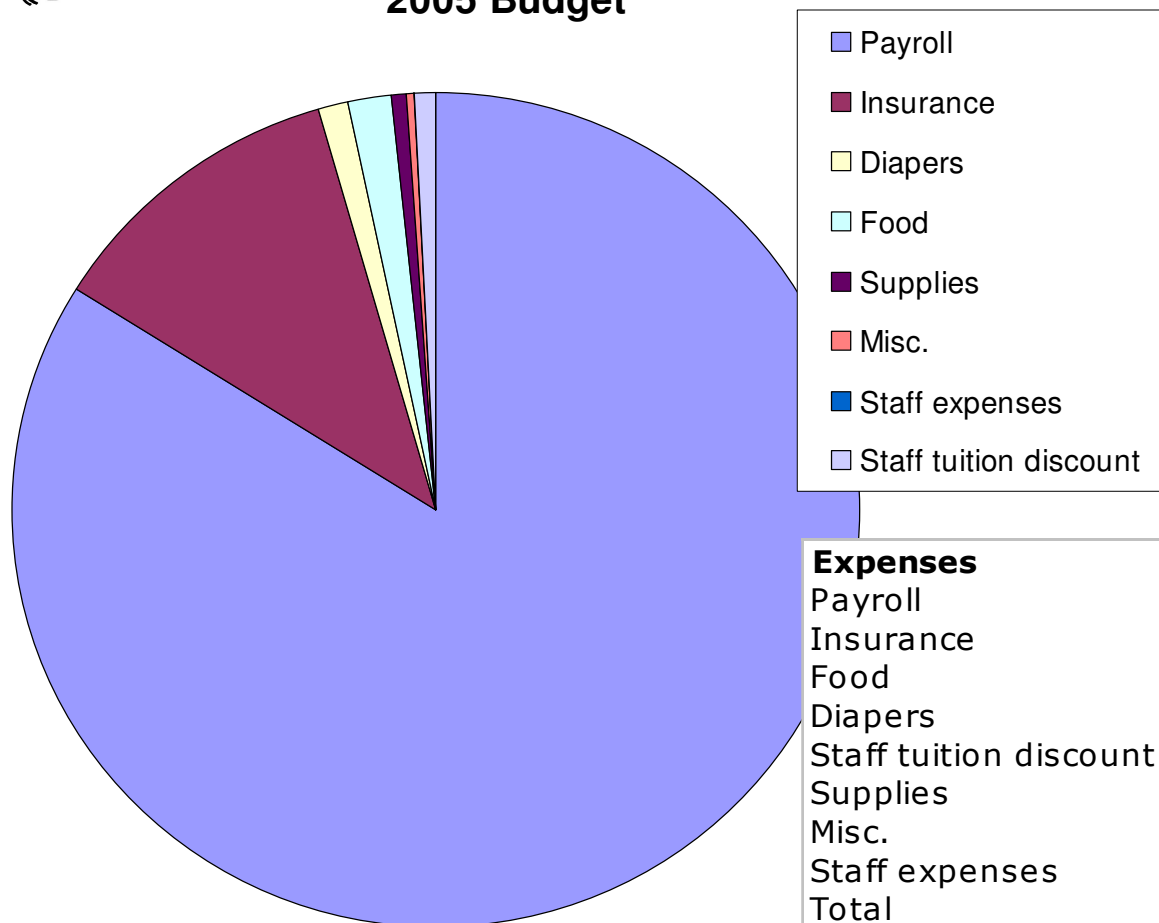


ACCC salaries compared with 2003-2004 statistical data reported nationally, selected for regional rates (salary.com).



Operations Expenses

2005 Budget

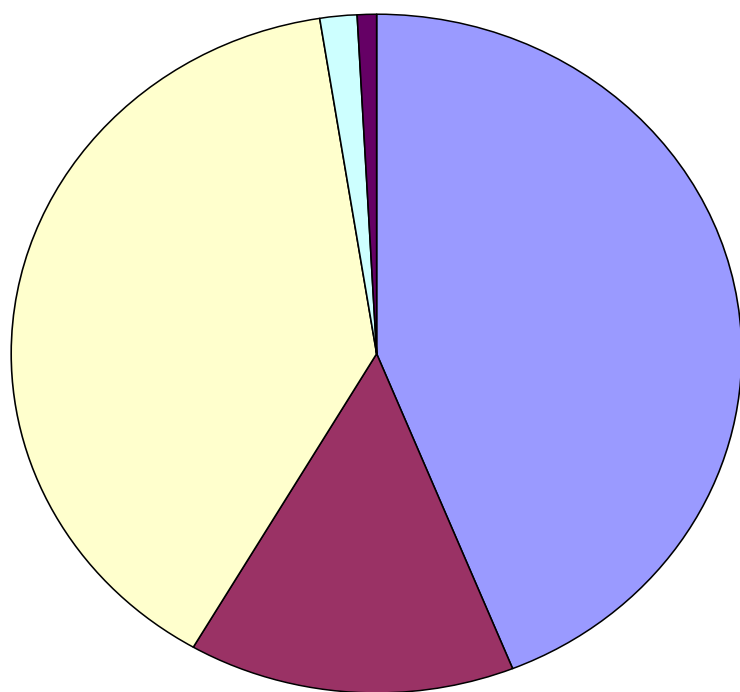


Expenses	2005 Expenses
Payroll	83.85%
Insurance	11.75%
Food	1.86%
Diapers	0.97%
Staff tuition discount	0.78%
Supplies	0.38%
Misc.	0.33%
Staff expenses	0.09%
Total	100.00%



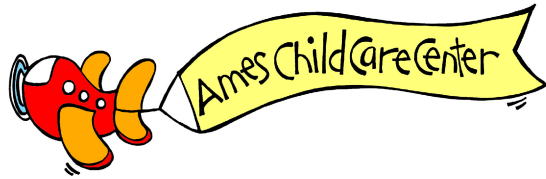
Operations Income

2005 Budget



- Infants & toddler tuition
- Toddler Transition tuition
- Preschool tuition
- Diaper fee
- Food Program

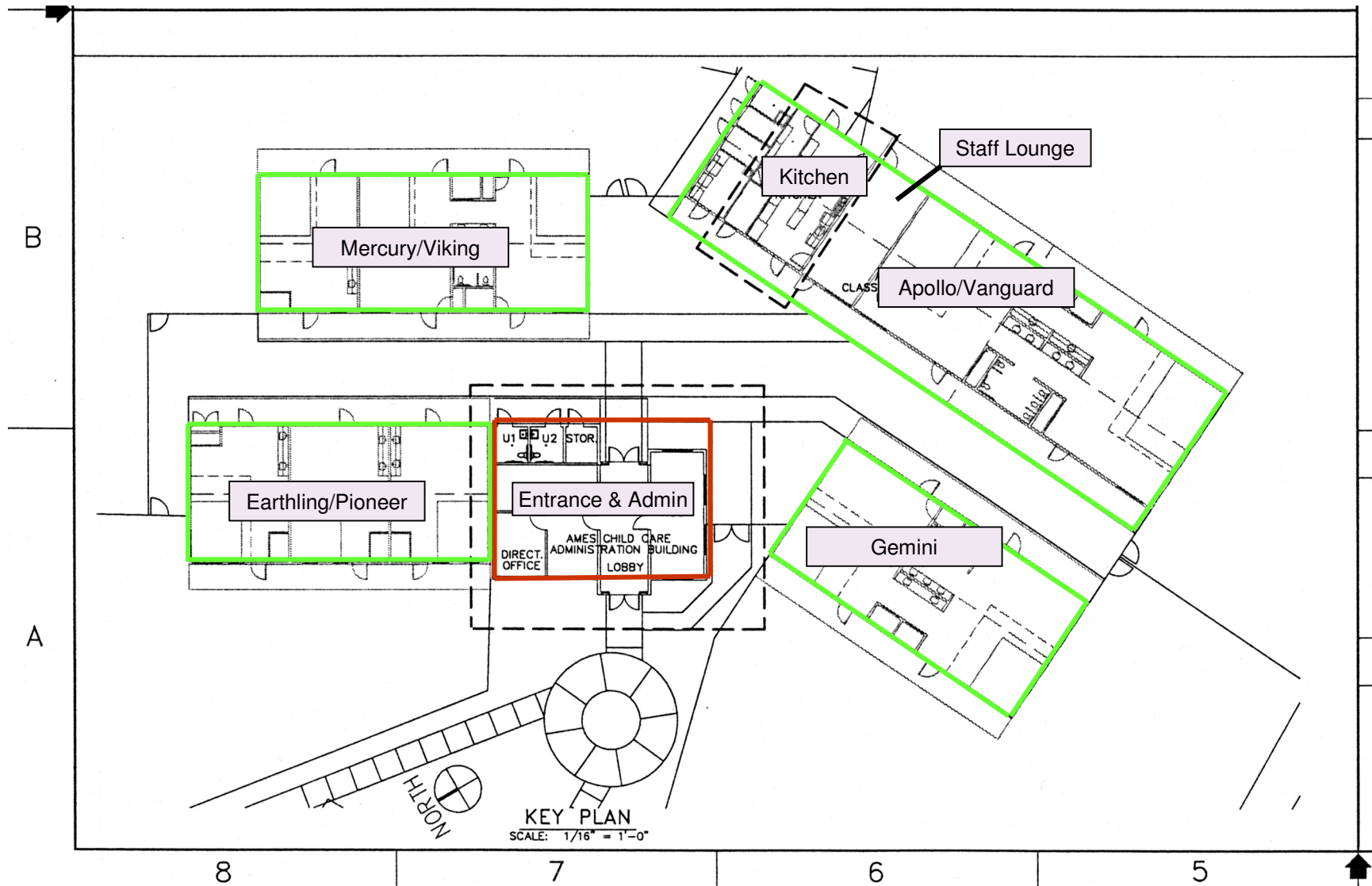
Income	2005 Income
Infants & toddler tuition	43.94%
Toddler Transition tuition	14.28%
Preschool tuition	39.26%
Diaper fee	1.80%
Food Program	0.72%
Total	100.00%



Permanent Facility Status

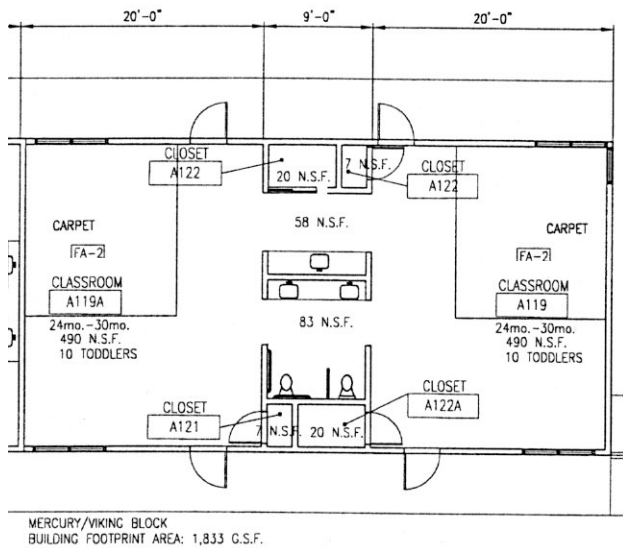
- **Classrooms are being installed!**
- Facility Committee Chaired by Cheryl Quinn
 - regular review of plans and progress
 - input and guidance to NASA and DMJMH+N
 - landscape and playground planning
- Money for construction of the ACCC Permanent Facility (\$2.4M) was received by ARC, additional \$250K received to close much of budget shortfall.
- New Facility Committee working to review plans, plan playgrounds, landscaping and develop a transition plan
- Building completion scheduled for March 2005
- Anticipated occupancy April/May 2005; agreements for current facility have been extended

Permanent Facility: Site Plan

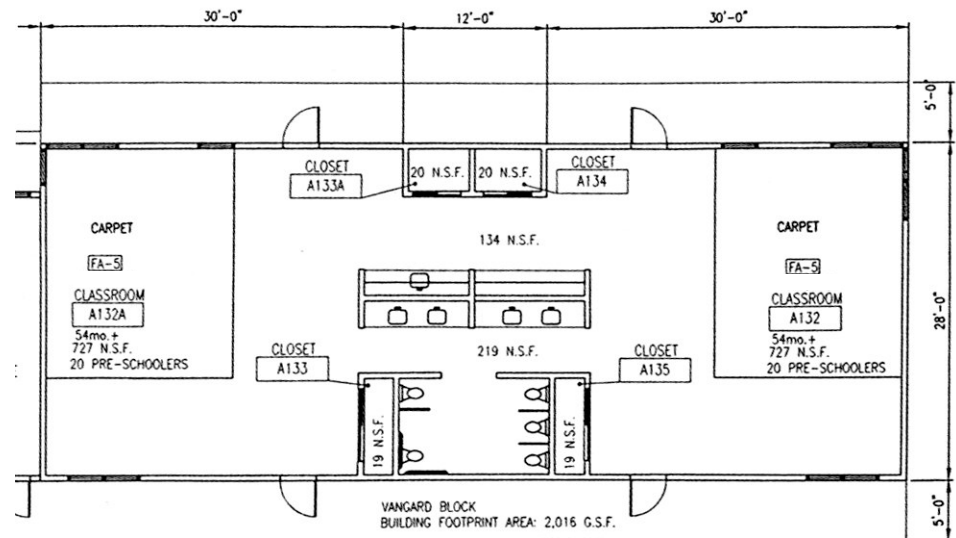




Conceptual Classroom Floorplan



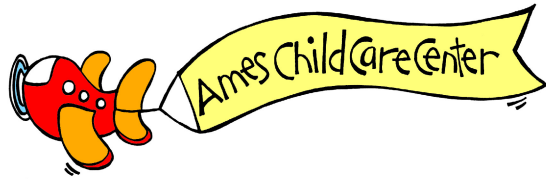
Toddler (Viking & Mercury)
Classrooms



Preschool (Vanguard & Apollo)
Classrooms

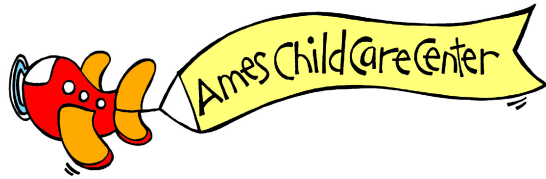
ACCC Permanent Facility (Architect's Rendering)





Policy Reminders

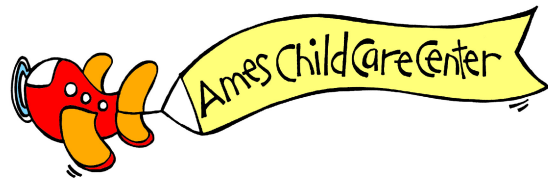
- Early Closing
 - ACCC will close at **3pm** on November 24 (day before Thanksgiving)
- Closing times
 - ACCC closes at 6pm
 - On the days of staff meetings, ACCC closes at 5pm
 - Late fees will be assessed if you pick up your children after the designated closing time



Parent Opportunities

Please volunteer and participate!

- Fundraising Committee
 - Golf Tournament
 - eScrip, Schoolpop/SchoolCash
 - Nob Hill/Raley's card & Albertson's card
 - Candy Sales, Entertainment Books
 - Clothing Sales
 - Grant Writing
- Staff Appreciation Committee
- Facilities Committee
- Room Parents
- Classroom Activities (science & music programs, field trips)
- Classroom Supplies Donations



Fundraisers & Activities

- 2004/2005 CFC Campaign: Ended November 5
- Learning Express: December 2-4
 - We Need a Coordinator Volunteer!
- Golf Tournament: June 17, 2005
- Winter Pageant, December 9th
- Staff Gift Bags, Week of December 13th
- “Building our Future” campaign



Join us in “Building our Future” Campaign

Contact: Cheryl Quinn
Goal: \$50K from Contractors,
Alumni, Friends & Families